

From: Kathy@KathyHowe.com [mailto:Kathy@KathyHowe.com]
Sent: Tuesday, October 25, 2005 12:40 AM
To: ATR-Real Estate Workshop
Subject: October 25 Workshop

As a Graduate Realtor Institute instructor, I hope you will understand that it has been my job over the years to try to educate licensees on the benefits of negotiating commissions, understanding and explaining different business models, and the need to educate consumers on the merits of the licensee in a real estate transaction. Under the Code of Ethics, REALTORSR are not to speak disparagingly about another REALTORR and GRI courses work hard to give intellectual reasons NOT to boycott, disparage, or discuss commissions as a group.

Yes, there is competition, but, in my opinion, there is always enough business for those who hone their skills and there are many people who will gladly pay a high premium for excellent work. If you are good, you will be paid well for your services.

Personally, I applaud what you are trying to do. allow the consumer the choice.

No, I do not believe in minimum standards that have been enacted by many states.

On the issue of MLS: REALTORSR invested in and built up realtor.com. It belongs to us. I believe that the public should be able to put their listing into MLS THROUGH a REALTORR member. I do not believe in the OPT-OUT portion of the IDL policy, however.

Kathy Howe, Owner/Broker, ABR, CRS, GRI

How2hawaii realty LLC

How2educate LLC

66 Queen St. #3702

Harbor Court

Honolulu, HI 96813

808-924-5061 / 781-7108

Kathy@KathyHowe.com

<http://how2educatehawaii.com> <<http://how2educatehawaii.com/>>